

Message Text

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ACTION EA-09

INFO OCT-01 ISO-00 EB-07 USIA-15 XMB-04 AGR-10 CIAE-00

INR-07 NSAE-00 /053 W

----- 100994

P R 070300Z FEB 76

FM AMEMBASSY JAKARTA

TO USDOC WASHDC PRIORITY

SECSTATE WASHDC 2609

AMCONSUL MEDAN

AMCONSUL SURABAYA

INFO AMEMBASSY SINGAPORE

UNCLAS SECTION 1 OF 3 JAKARTA 1762

E.O. 11652: NA

TAGS: BEXP, ID

SUBJ: COUNTRY COMMERCIAL PROGRAM (CCP)

INDONESIA FY 77 INPUTS

REF: (A) 75 STATE A-7369 (B) STATE 7594 (C) JAKARTA 1011,
(D) 75 STATE A-7008 (E) 75 JAKARTA 15541 (F) JAKARTA 0492

SUMMARY AND ACTION REQUESTED: DRAFT SECTIONS I, II, III
OF FY 77 CCP PROVIDED BELOW, INCLUDING PROPOSED NEW MATERIALS
HANDLING CAMPAIGN BEGINNING FEB 76. MEDAN & SURABAYA
PLEASE REVIEW AND ADVISE EMBASSY OF ANY COMMENTS, SUGGESTIONS
OR REVISIONS YOU WISH INCLUDED IN SUBSEQUENT DRAFTS.
USDOC PLEASE NOTE CAMPAIGN # 2 PLAN EXPAND MINERALS
SEMINAR SCHEDULED SEPTEMBER 1976 INTO MATERIALS HANDLING
EQUIPMENT (MHE) SEMINAR. DETAILS FOLLOW; HOWEVER,
CONCEPT ONLY FEASIBLE IF OIM'S PLANNED MINERALS SEMINAR
HAS HEAVY MINING, I.E. MHE, COMPONENT. RE THIS POINT
EMBASSY STILL AWAITING REPLY REFS (E) AND (F). PLEASE
ADVISE. REGRET WOOD PROCESSING CAMPAIGN STILL BEING
PREPARED AND WILL FOLLOW SEPTTEL, HOPEFULLY BEFORE FEB. 13
DEADLINE INDICATED REF (B). END SUMMARY AND ACTION
REQUESTED.

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1. SECTION I - OVERVIEW

INDONESIA'S BALANCE OF PAYMENTS CAME UNDER UNANTICIPATED HEAVY PRESSURE IN 1975 AS RECESSION IN OVERSEAS MARKETS CUT INTO RECEIPTS FROM BOTH OIL AND NON-OIL EXPORTS. IN ADDITION, GOVERNMENT HAD TO BAIL OUT STATE-OWNED OIL MONOPOLY, PERTAMINA, WHICH WAS UNABLE ROLL OVER EXCESSIVE SHORT-TERM DEBT. THESE FACTORS COMBINED CAUSE SHARP DROP IN FOREIGN EXCHANGE RESERVES--DRAW DOWN, HOWEVER, APPEARS TO HAVE BOTTOMED OUT AND RESERVES ARE RISING AGAIN. INFLATION IS STILL RUNNING AT 20 PERCENT PER YEAR. GOI BUDGET CONCENTRATES HEAVILY ON DEVELOPMENT EXPENDITURES. EXIMBANK LOANS, U.S. INVESTMENT IN OIL SECTOR, CONTINUING ECONOMIC ASSISTANCE THROUGH IGGI, AND STEPPED-UP PROCUREMENT FOR MAJOR PROJECTS HAVE IMPROVED U.S. EXPORTS TO INDONESIA, WHICH ROSE AN ESTIMATED 50 PERCENT IN 1975 TO \$800 MILLION. HOWEVER, TOTAL 1975 INDONESIAN IMPORTS APPARENTLY DECLINED SOMEWHAT FROM 1974 FIGURE OF \$3.8 BILLION. AS RESULT PERTAMINA CRISIS, GOI HAS INSTITUTED CORRECTIVE ACTION, INCLUDING CUT BACK ON PREVIOUSLY EXPANDED PACE OF IMPLEMENTATION OF DEVELOPMENT PROGRAM. IGGI, HOWEVER, CONCURRED IN PLANS TO ABSORB \$2 BILLION ANNUALLY CAPITAL INFLOWS FOR DEVELOPMENT IN REMAINDER REPELITA II. GOI HAS OVER \$20 BILLION IN PROPOSED PROJECTS WHICH ARE IN VARIOUS STAGES OF POSSIBLE IMPLEMENTATION DURING NEXT FIVE YEARS. THUS PROSPECTS FOR SALE U.S. PRODUCTS AND SERVICES REMAINS EXTREMELY ATTRACTIVE. INVESTMENTS IN INFRASTRUCTURE, NATURAL RESOURCES, AND AGRICULTURAL PRODUCTION/PROCESSING FACILITIES, PARTICULARLY TURN-KEY MAJOR PROJECTS, DOMINATE INDONESIAN PLANNING.

PRINCIPAL COMMERCIAL OBJECTIVES OF U.S. ARE: (1) MAXIMIZE U.S. SHARE OF INDONESIAN IMPORTS; (2) FOCUS U.S. INVESTMENT AND FINANCING ON HIGH PRIORITY INDONESIAN DEVELOPMENT ACTIVITIES. FACILITATE AND ASSIST SOUND FINANCIAL COMMITMENTS IN THESE SECTORS; (3) MAXIMIZE COST EFFECTIVENESS OF USG COMMERCIAL PROMOTION BY TARGETING ON THOSE OPPORTUNITIES WHICH: (A) ARE LIKELY YIELD HIGHEST IMMEDIATE PAYOFF AND (B) MOST CLEARLY REQUIRE A USG INPUT OVER AND ABOVE EXPECTED US PRIVATE FIRM PROMOTIONAL EFFORTS; (4) MAINTAIN CONTINUED STRONG US

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INVOLVMENT IN EXTRATION, PROCESSING AND EXPORT OF INDONESIAN NATURAL RESOURCES.

IN SUPPORT OF U.S. COMMERCIAL OBJECTIVES, EMPHASIS WILL FOCUS ON: (A) HIGH YIELD MAJOR PROJECTS PROMOTION, (B) A NEW DEVELOPMENT-ORIENTED CONCERNTRATION ON LARGE-SCALE, HIGH-PAYOFF AGRIBUSINESS SECTOR PROJECTS (INCLUDING CONTINUATION OF FY 76 CCP SUGAR PROJECT CAMPAIGN), (C) INDIVIDUAL CAMPAIGNS AIMED AT EMERGING MARKET

OPPORTUNITIES FOR MATERIALS HANDLING (INCLUDING MINING)
AND WOOD PROCESSING EQUIPMENT SALES, AND (D) EMPHASIS
IN GENERAL PROMOTIONAL AND BUSINESS SERVICES WORK ON
CHANNELING US INVESTMENT AND FINANCING INTO HIGH
PRIORITY ECONOMIC DEVELOPMENT SECTORS.

2. SECTION II. PERSONNEL RESOURCES LIST
SAME POSITIONS EXPECTED AS SHOWN REVISE (JAKARTA 75
A-168) SECTION III OF INDONESIAN FY 76 CCP. ONE
ADDITIONAL FSL PERSON-YEAR POSSIBLE IF FY 77 BUDGET
PROVIDES FUNDS DENIED IN FY 76 BUDGET FOR CONTRACTING
WTDRS AND ADS.

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SECSTATE WASHDC 2610
AMCONSUL MEDAN
AMCONSUL SURABAYA
INFO AMEMBASSY SINGAPORE

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3. SECTION IIIA. CAMPAIGN ACTIVITIES

CAMPAIGN # 1, PRIORITY # 5, SUGAR INDUSTRY DEVELOPMENT
JUSTIFICATION: REHABILITATION OF EXISTING MILLS ON JAVA
WILL CONTINUE, AND GOI STILL PLANNING LAUNCH SIX NEW
NON-PNP "OFF JAVA" SUGAR PROJECTS. INFRASTRUCTURE FOR
THESE NEW PROJECTS IN NON-TRADITIONAL SUGAR CANE GROWING
AREAS SHOULD PUSH COST EACH PROJECT UP TO \$75-100 MILLION
RANGE. GOI ALSO HOPES ENCOURAGE ADDITIONAL PRIVATE
SUGAR PROJECT INVESTMENTS. THUS CONTINUATION OF FY 76'
CCP SUGAR CAMPAIGN IS WARRANTED, AT LEAST UNTIL NEW PROJECTS'
SCOPE, TIMING AND POTENTIAL US INVOLVEMENT IS DETERMINED.

ACTIONS:

BY 12/31/76:

A. CATALOG, ANALYZE, AND REPORT PROPOSED PRIVATE PROJECTS' SCOPE, TIMING AND POTENTIAL FOR US PARTICIPATION/SALES.

B. EVALUATE NEED, IDENTIFY TYPE AND RECOMMEND ADDITIONAL USG PROMOTIONAL EFFORT, IF REQUIRED, ON GOI AND/OR PRIVATE PROJECTS.

BY 3/31/77:

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AS APPROPRIATE, IMPLEMENT SECOND INDUSTRY MAJOR PROJECT VISIT OR OTHER PROMOTIONAL EFFORT RECOMMENDED ABOVE.

BY 06/30/77:

A. RECOMMEND TO MISSION EXCHANGE COMMITTEE POSSIBLE INTERNATIONAL VISITOR (IV) PROGRAM GRANTEE OR OTHERWISE ASSIST GOI SUGAR INDUSTRY OFFICIAL VISIT U.S. FOR TRAINING/ORIENTATION IN U.S. SUGAR TECHNOLOGY.

B. CONTINUE ADVISE AND ASSIST U.S. BIDDERS ON SUGAR PROJECT TENDERS/DEVELOPMENTS, ESPECIALLY REGARDING POSSIBLE EXIM FINANCING.

CAMPAIGN #2, PRIORITY #2, MATERIALS HANDLING (INCLUDING MINING) EQUIPMENT

JUSTIFICATION: MATERIALS HANDLING EQUIPMENT (MHE) SUPPLY LIES AT CORE OF MUCH FUTURE INDONESIAN ECONOMIC DEVELOPMENT. 75 JAKARTA A-183 LISTS \$12-13 BILLION WORTH OF MAJOR INDUSTRIAL, AGRIBUSINESS, AND MINING PROJECTS PLANNED FOR NEXT FIVE YEARS, ALL OF WHICH WILL PRODUCE PRODUCTS REQUIRING SUBSTANTIAL MATERIALS HANDLING. TOTAL TONNAGE OF ALL PRODUCTS HANDLED IN INDONESIA ROUGHLY ESTIMATED TO AT LEAST DOUBLE BY 1980. GOI THEREFORE LAUNCHING \$200-300 MILLION PORT MODERNIZATION PROGRAM, INCLUDING DEVELOPMENT CONTAINERIZATION CAPABILITY. MHE WILL REPRESENT MAJOR PORTION OF PORT AND SIGNIFICANT PORTION OF MAJOR PROJECTS FX COSTS. MOREOVER, MAJOR INLAND TRANSPORTATION AND WAREHOUSE RELATED MHE PURCHASES NOW UNDERWAY. THUS CCP CAMPAIGN WILL COMMENCE AS MATERIALS HANDLING THEME IN 1976 AND GRADUALLY DEVELOP HEAVIER MINING EMPHASIS IN FY -77 AS SEVERAL GIANT MHE-INTENSIVE MINING PROJECTS MOVE FROM PLANNING TO TENDERING STAGE.

ACTINS:

BY 3/30/76:

A. SUBMIT PTR JUSTIFYING PROMOTION EVENT AND IDENTIFYING TARGET MARKET SEGMENTS PLUS KEY ISSUES TO BE ADDRESSED.

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B. E/CM INDICATES TO USIS (JAKARTA) TYPES AND TIMING OF USIS PROGRAMMING MATERIALS NEEDED FOR MHE/CAMPAIGN (FILMS, GRAPHICS, VTR'S, ELECTRONIC DIALOGUE, SPEAKERS, ETC.) AND SPECIFIES BOTH THE CATEGORIES OF EQUIPMENT AND ISSUES TO BE STRESSED PLUS ANY KNOWN SOURCES OF MATERIALS. USIS JAKARTA INITIATES SEARCH FOR APPROPRIATE MATERIALS AND PERSONNEL.

C. USIS AND E/CM CONDUCT INTENSIVE MEDIA PUBLICITY CAMPAIGN FOR MAY 1976 AMC COAL SHOW IN DETROIT AND FOR APRIL 1976 NATIONAL MATERIALS HANDLING SHOW IN CHICAGO.

D. USIS ATTEMPTS PROGRAM ANY SPEAKERS AVAILABLE IN SOUTHEAST ASIA ON MHE THEME(ESPECIALLY PORTS AND WAREHOUSE SEGMENTS).

E. CARRY OUT CALL CAMPAIGN ON UPPER AND TECHNICAL LEVEL GOI MINERALS OFFICIALS IN SUPPORT OF DETROIT COAL SHOW (20 CALLS).

F. CARRY OUT MINIMUM OF 20 CALLS IN SUPPORT OF CHICAGO MATERIALS HANDLING SHOW.

BY6/30/76:

A. CARRY OUT TEN ADDITIONAL COAL SHOW CALLS.

B. RECOMMEND TO MISSION EXCHANGE COMMITTEE POSSIBLE IV GRANTEE CANDIDATE IN MHE.

C. REVIEW PRELIMINARY RESULTS OF COMPREHENSIVE SURVEY TO GUIDE MHE CAMPAIGN TARGETTING AND FORWARD PLANNING, PARTICULARLY RE FORTHCOMING SEMINAR (9/76).

D. MEET WITH LOCAL BASED REPS/AGENTS OF U.S. MHE FIRMS TO REFINE LIST OF TARGET ISSUES AND INVITEES FOR 9/76 SEMINAR PLUS OBTAIN SUGGESTIONS FOR ADDITIONAL USG PROMOTIONAL TECHNIQUES AND/OR PROGRAMS.

BY9/30/76:

A. USIS AND E/CM EXPLORE POSSIBILITY OF TV PLACEMENT
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OF FILMS AND ESTABLISH SCHEDULE OF DIRECT PROJECTION
SHOWINGS AS SECONDARY LINE OF PROMOTIONAL ACTIVITY.

B. CONDUCT ISSUE-ORIENTED MHE WEMINAR (PIGGY-BACKED ON
SCHEDULED MINERALS SEMINAR) WITH FILMS, RECEPTION,
DISPLAYS, AND HEAD-TO-HEAD MEETINGS.
BY 12/30/76:

A. FOLLOW-UP SHOWING IN MEDAN AND SURABAYA OF
APPROPRIATE FILMS/VTR'S FROM ABOVE SEMINAR.

B. CATALOG, ANALYZE AND REPORT SCOPE/TIMETABLE OF
INDONESIAN MAJOR PROJECTS OFFERING U.S. FIRMS SIGNIFICANT
SALES OPPORTUNITIES.

C. COUNSEL U.S. BIDDERS ON MAJOR OPPORTUNITIES (NOTE:
THIS ACTIVITY CONTINUES THROUGHOUT BALANCE OF FISCAL YEAR).

D. USIS SPONSORED SPEAKERS ON KEY MHE TOPICS PREVIOUSLY
IDENTIFIES BY E/CM.
BY 3/30/77:

A. DETERMINE APPROPRIATE USG PROMOTIONAL VEHICLE/
RESPONSE TO MAJOR PROJECT OPPORTUNITIES IDENTIFIED
ABOVE; COMMENCE PLANNING AND/OR IMPLEMENTATION OF THAT
PROMOTIONAL EFFORT.

B. REVIEW FINAL 1976 COMPREHENSIVE SURVEY RESULTS AND
MAJOR PROJECTS LIST TO DETERMINE ADVISABILITY OF CARGO
AND MHE SHOW TENTATIVELY SCHEDULED FOR 12/77. SBUMIT
REPORT AND RECOMMENDATION TO OIM.
BY 6/30/77:

A. IF APPROPRIATE, STAGE INDUSTRY MAJOR PROJECTS
VISIST(S) OR OTHER EVENT.

B. RECOMMEND TO MISSION EXCHANGE COMMITTEE
POSSIBLE IV GRANTEE CANDIDATE IN MHE TECHNOLOGY.

C. ADDITIONAL USIS SPONSORED MHE SPEAKERS(S).
BY 9/30/76:
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A. IF APPROPRIATE AND FUNDS AVAILABLE, IMPLEMENT
TENTATIVELY SCHEDULED CARGO AND MHE EXHIBITION.

CAMPAIGN #3, PRIORITY # 4, WOOD PROCESSING INDUSTRY
DEVELOPMENT
(SEPTEL FOLLOWS PROVIDING REVISED FY 76 CAMPAIGN AND
CONTINUING FY 77 CAMPAIGN.)

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ACTION EA-09

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TO USDOC WASHDC PRIORITY
SECSTATE WASHDC 2611
AMCONSUL MEDAN
AMCONSUL SURABAYA
INFO AMEMBASSY SINGAPORE

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4. SECTION IIIB: NON-CAMPAIGN ACTIVITIES WORKSHEET
ACTIVITY #1, PRIORITY RANK #1, MAJOR PROJECTS
ESSENTIALLY SAME AS FY-76 CCP SECTION 4.1; HOWEVER
DROP ENTIRE SECOND PARAGRAPH (BEGINNING "AREAS COULD
INCLUDE...") AND SUBSTITUTE ACTIONS CALLING FOR: (A)
SEMI-ANNUAL UPDATE AND EXPANSION OF MAJOR PROJECTS LIST;
(B) PUBLICATION OF ADB/IBRD FUNDED PROJECTS IN NEWSLETTER;
(C) IDENTIFICATION OF SELECTED HIGH PRIORITY PROJECTS
FROM ABOVE LISTS FOR FURTHER REPORTING, INDIVIDUAL
PROMOTION, AND POSSIBLE FUTURE CCP CAMPAIGN THEMES;
(D) PROMOTION OF SELECTED PROJECTS, INCLUDING INVESTIGATION,
RECOMMEND INDUSTRY VISITS, COUNSELING U.S. BIDDERS,
FACILITATING FINANCIAL ARRANGEMENTS INCLUDING EXIM, ETC.

ACTIVITY #2, PRIORITY RANK #3, AGRIBUSINESS

IN ORDER IMPLEMENT NEW AGRIBUSINESS PROGRAM DESCRIBED
75 STATE A-7008 AND PARTICIPATE GOI FIVE YEAR PLAN FOR
MAJOR RURAL/AGRICULTURAL DEVELOPMENT, FOLLOWING ACTIONS

WILL BE TAKEN:

A. PRIOR BEGINNING FY-77, AS BASIS FOR FURTHER ACTIVITIES
IN AGRIBUSINESS SECTOR, EMBASSY WILL SUBMIT INITIAL
ARGIBUSINESS REPORT REQUESTED 75 STATE A-7008.
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B. MONITOR AGRICULTURAL DEVELOPMENTS IN ORDER IDENTIFY
ANR REPORT LARGE-SCALE PROJECTS WITH POTENTIAL FOR U.S.
PARTICIPATION.

C. GRADUALLY SELECT AT LEAST ONE SUCH PROJECT OR
INDUSTRY AROUND WHICH NEW CAMPAIGN WILL BE DEVELOPED TO
REPLACE SUGAR CAMPAIGN AS IT PHASES OUT IN MID-FY 77.
NEW AGRIBUS CAMPAIGN COULD INCLUDE INVESTIGATION,
REPORTING, SEMINARS, PROGRAMMING USIS SPEAKERS, TRADE
MISSION, REVERSE TRADE MISSIONS, SERVICES TO US BIDDERS
AND FACILITATING FINANCING, ETC.

D. IF AGRIBUSINESS SHOW ADDED TO SINGAPORE
USRTC FY 77 SCHEDULE (PER 75 SINGAPORE 5201), JAKARTA
WILL ACTIVELY SUPPORT.

ACTIVITY #3, PRIORITY RANK #7, REGIONAL COMPUTERIZATION
PROJECT
EMBASSY HAS INITIATED PROPOSAL FOA AMCHAM INDONESIA WHICH
IN TURN HAS PROPOSED THAT APCAC AND USG USE USG BANGKOK
COMPUTER TO ESTABLISH REGIONAL OMPUTER SYSTEM TO COLLECT
AND DISSEMINATE INFORMATION ABOUT US FIRMS, THEIR AGENTS,
AVAILABLE TRADE OPPORTUNITIES, PLANNED MAJOR PROJECTS,
ETC., IN SOUTHEAST ASIA. E/CM WILL WORK WITH AMCHAM/
USG COMPUTER CONSULTANT TO HELP: (A) DEFINE COMPUTER
PROGRAM OBJECTIVES AND PRIORITIES; (B) FACILITATE
PROGRAMMING RELEVANT EMBASSY DATA INTO SYSTEM AND
PRODUCTION OF PRINTED DOCUMENTS, SUCH AS MAJOR PROJECTS
LIST AND DIRECTORY OF U.S. FIRMS, WHICH EMBASSY
NOW DOES LARGELY BY NON-AUTOMATED METHODS. REGIONAL
COMPUTER SYSTEM SHOULD REDUCE PERSON-HOURS EMBASSY NOW
DEVOTES TO PURELY MECHANICAL INFORMATION DISSEMINATION
TAKS AND INCREASE SPEED, NUMBER, AND QUALITY OF RESPONSES
TO TRADE OPPORTUNITIES IDENTIFIED.

ACTIVITY #4, PRIORITY #6, EXIM

RECOGNIZING IMPORTANCE OF FINANCING TO ALL U.S. COMMERCIAL
PROMOTION AND TO INDONESIAN DEVELOPMENT PRIORITIES, ALL
E/CM OFFICERS WILL EDUCATE THEMSELVES IN VARIOUS EXIM
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PROGRAM RELEVANT TO THEIR WORK AND STRESS THESE PROGRAMS
IN THEIR BUSINESS SERVICES COUNSELING AND DIRECT
PROMOTIONAL ACTIVITIES (INCLUDING CCP CAMPAIGNS). MAJOR
EXIM FINANCING ACTIVITIES WILL BE CLOSELY MONITORED AND
ASSISTANCE PROVIDED AS REQUIRED. VARIOUS EXIM PROGRAMS
WILL BE PUBLIZED IN THE JBB AND OTHER JOURNALS.
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